

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000's
Global Media.

BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Madhnes, Bruce	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	-	-	-	-
	Digital - sell-side advisory (D025150)	Divestiture Advisory	100%	-	2,010	-	100	-
	Digital - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	Filminvest - (Focus) / Focus (ex-Slimfast) (D018089)	Fairness Opinion	75%	-	-	-	250	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astria) * (D013840)	Valuation	N/A	250	500	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Senior Bank Debt	N/A	-	2,367	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Senior Bank Debt	N/A	-	5,333	-	-	-
	ProSieben - merger advisory with Kirch Media (Pfl Concordia) / Concord (D014982)	Merger Advisory	N/A	-	1,712	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	750	-	-	-
	StoryFirst - valuation of Russian assets (D025060)	Valuation	N/A	-	352	-	5,000	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Equity-IPO	0%	-	-	-	10,000	-
	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	9,457	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	-	5,440	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	-	5,960	-	-	-
Morris, J L, Malcolm	Plumade Holdings - general advisory (2001) (D010190)	Divestiture Advisory	N/A	960	960	-	-	-
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
	TIM Brazil - Project ElitPhase 1 (strategic alliance) / Elit - 1. (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	-
	TV Globo - Project Waves / Waves ... (D013928)	Divestiture Advisory	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013308)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	75%	-	-	-	355	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	N/A	-	-	591	-	-
	Galaxy Latin America - HY bond offering (1Q 01) (D0202033)	Bonds-Corporate High Yield	N/A	-	1,506	-	-	-
	Kerazotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	-	669	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,830	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D024304)	Divestiture Advisory	0%	-	-	-	2,837	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	-	659	-	-	-
Silver, Ellen L.	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	N/A	-	4,191	-	-	-
	Filminvest - (Focus) / Focus (ex-Slimfast) (D018089)	Fairness Opinion	0%	-	-	-	6,000	-
	Filminvest - (Focus) / Focus (ex-Slimfast) (D018089)	Fairness Opinion	75%	-	-	-	250	-
	Taylor & Francis - pot acq of Blackwell STM publishing subs (D012672)	Acquisition Advisory	N/A	250	500	-	-	-
	Vivendi Universal - mandatory convertible bond (D026623)	Equity-Convertible Bonds	25%	-	-	-	4,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	N/A	1	22,335	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	1,125	-	1,000	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	4,256	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
Trun-Hohenstein, Christian	Liberty Media - Acq opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	244	-	-	-
	THP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457	-
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SOMCblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
Triffo, Dyan	SOMCblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SOMCblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SOMCblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
Yung, Sun J.	SOMCblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SOMCblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SOMCblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fng for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pliny Bowles - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-

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DB 000604

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (W60)
EUROS IN 00'S
Global Media

DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Scientific Atlanta - acquisition of Barcelona-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-

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DB 000605

FRANCHISE REVENUE & PIPELINE SUMMARY
AS OF 15 JAN 2003
EUROS IN '000'S
TM MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	B/W(1) PRIOR Franchise Revenue	% Change Year-over Year	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Actual	B/W 2002 Full Year Actual	% Change 2003 Forecast over 2002 Full Year Actual	2002 Full Year Plan	B/W(1) 2002 Full Year Plan
NCA	1,066	25,370	14,212	9,158	64%	591	31,705	2,137	2,740	25,370	(20,622)	-89%	25,660	(2,280)
Other Advisory	-	-	170	(70)	-100%	-	31,705	2,167	2,748	25,370	(20,622)	-89%	25,660	(2,280)
Total Advisory	1,066	25,370	14,382	8,989	63%	591	-	-	-	-	-	-	-	-
ABL Origination	-	-	-	-	N/A	-	-	-	-	-	-	-	-	-
HYCM	3,031	18,730	17,518	1,113	6%	7,606	12,625	3,156	10,722	18,730	(9,008)	-43%	7,330	11,400
Leverage Loan Fees	-	13,832	885	12,947	1466%	-	66,916	33,472	33,472	13,832	19,640	142%	7,330	6,502
Project Finance	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Leveraged Portfolio Revenue	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Real Estate Investment Banking	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Total Debt Products	3,031	32,562	18,502	14,060	76%	7,606	79,342	38,628	44,194	32,562	11,532	36%	14,660	17,502
Equity Underwriting	126	30,454	19,845	10,609	53%	-	22,394	2,410	2,410	30,454	(28,045)	-92%	-	30,454
Private Placement/Equity	-	808	85	823	869%	-	-	-	-	808	(908)	-100%	-	808
Structured Equity Transactions Group	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Total Equity	126	31,362	19,930	11,432	57%	-	22,394	2,410	2,410	31,362	(28,562)	-92%	28,660	5,712
Capital Benefit / Treasury Allocation	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Other Global Markets	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
GM DCM JV	-	2,856	7,194	(4,338)	-80%	-	-	-	-	2,856	(2,856)	-100%	-	2,856
Legacy PF / Telecom / LA Portfolio - NIM	-	-	2,893	(2,693)	-100%	-	-	-	-	-	-	N/A	-	-
Principal Investing / PE Exceptions / Other	(73)	(1,199)	(1,065)	(113)	10%	-	-	-	-	(1,199)	1,199	-100%	-	(1,199)
Total Legacy Portfolios / Cross Selling / Other	(73)	1,667	8,792	(7,125)	-81%	-	-	-	-	1,667	(1,667)	-100%	7,330	(6,673)
Total Corporate Finance Product	4,140	88,952	61,606	27,346	44%	8,167	134,241	41,195	49,352	88,952	(39,600)	-46%	75,290	15,662

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) 2003 Plan not yet available

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DB 000606

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN USD'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Acme Communications - general advisory (D006356)	-	-	591	None
	Allbritton Communications - General Advisory (News Ch 8) (D0208986)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	3,670	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	8,886	-	NA Lev Fin
	Emmis Communications - General Advisory (Vivendi) (D016541)	96	96	-	None
	Landmark Communications - general advisory (Project Football) / Football (D026447)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Pinnacle Holdings - general advisory (2001) (D010190)	960	960	-	NA Lev Fin
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	SpectraSite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	SuperRadio - general advisory (D000577)	-	297	-	None
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
Total M&A		1,056	23,370	591	
Total Advisory		1,056	23,370	591	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	Allbritton Communications - HY (4Q 02) (D020406)	2,573	2,573	-	NA Lev Fin
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Cariyle/Welsh- acq Incg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	-	4,766	-	NA FIN SPO, NA Lev Fin
	EchoStar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Entertainment Communications - HY offering (1Q 02) (D020888)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	45	431	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	RH Donnelley - acq financing for Sprint Yellow Pages (D026434)	-	-	7,566	NA Lev Fin
	Salem Communications - HY offering (4Q 02) (D027241)	106	106	-	None
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	307	551	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
Total HYCM		3,031	18,730	7,566	
	Cariyle/Welsh- acq Incg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	-	2,860	-	NA FIN SPO, NA Lev Fin
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	-	659	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON, EUR MEDIA
Total Leverage Loan Fees		-	13,832	-	

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DB 000607

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
Total Debt Products					
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entertainment Communications - secondary offering (1Q 02) (D020128)	-	4,563	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	5,287	-	NA Lev Fin
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON
	Leap Frog Enterprises - IPO financing (D016309)	-	688	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	126	(4,595)	-	CHINA, NA FIN SPO, ASIA SPON
	MediaNation - Sponsoring Agreement (D027064)	-	85	-	ASIA SPON, CHINA, NA FIN SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
Total Equity Underwriting		126	30,454	-	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam m/m (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
	SONICblue - equity private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
Total Private Placement-Equity		-	908	-	
Total Equity					
	AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
	Pitney Bowes - IG offering (3Q 02) (D026114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025678)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		-	2,666	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(17)	(105)	-	None
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(56)	(738)	-	None
Total Principal Investing / PE Exceptions / Other		(73)	(1,199)	-	
Total Legacy Portfolios / Cross Selling / Other					
		(73)	1,657	-	
Total Corporate Finance Product		4,140	88,952	8,157	

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DB 000608

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	PROBABILITY	Jan	Feb	Mar	Apr	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
	Acme Communications - general advisory (D0060356)	75	-	-	-	355	-	(355)	355	266
	BusinessWire - general advisory (D0060885)	25	-	-	-	-	4,256	-	4,256	1,084
	Ermmis Communications - acq of Fisher Communications (D0270338)	25	-	-	-	-	3,310	-	3,310	828
	Ermmis Communications - general advisory (Project Football) / Football (D025447)	0	-	-	-	-	11,490	-	11,490	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	9,457	-	9,457	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	-	-	2,837	-	2,837	-
Total M&A			-	-	-	355	31,350	(355)	31,705	2,157
Total Advisory			-	-	-	355	31,350	(355)	31,705	2,157
	Allbritton Communications - acq financing for Fisher Commun (D027037)	25	-	-	2,317	-	-	(2,317)	2,317	579
	CarylerWelsh - acq fnpg for Qwest Dex West(Phase II) / Phase 2 (D025562)	25	-	-	-	-	6,998	-	6,998	1,750
	DirectTV USA - bridge financing (4Q 02) (D020076)	25	-	-	-	3,310	-	(3,310)	3,310	828
Total HYCM			-	-	2,317	3,310	6,998	(5,627)	12,826	3,155
	CarylerWelsh - acq fnpg for Qwest Dex West(Phase II) / Phase 2 (D025562)	25	-	-	5,874	-	-	(5,874)	5,874	1,419
	Comcast - acq fnpg for AT&T Broadband (participant bank) (D020813)	50	-	-	1,702	-	-	(1,702)	1,702	851
	DirectTV USA - bridge financing (4Q 02) (D020076)	50	-	-	17,779	-	-	(17,779)	17,779	9,990
	Echostar - acq advisory and financing (GM - HE) (D014801)	50	32,722	-	-	-	-	(32,722)	32,722	16,361
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	100	5,201	-	-	-	-	(5,201)	5,201	5,201
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	-	2,837	-	-	(2,837)	2,837	-
	Vivendi Universal Entertainment - Refinancing (D025558)	75	37,923	-	1,000	-	-	(1,000)	1,000	750
Total Leverage Loan Fees			37,923	-	28,993	-	-	(66,916)	66,916	33,472
Total Debt Products			37,923	-	31,310	3,310	6,998	(72,543)	79,942	38,828
	AOL Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	9,457	-	-	(9,457)	9,457	-
	Ciadel Broadcasting - IPO (D023066)	0	-	-	2,837	-	-	(2,837)	2,837	-
	Mediastation - Sponsoring Agreement (D027084)	75	-	-	-	-	61	(61)	121	91
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	-	1,182	-	-	(1,182)	1,182	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
Total Equity Underwriting			9,457	-	13,476	-	61	(22,873)	23,055	2,455
Total Equity			9,457	-	13,476	-	61	(22,873)	23,055	2,455
Total Corporate Finance Product			47,380	-	44,787	3,655	38,409	(95,771)	134,302	41,241

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DB 000610

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
 2003-01-15 (Wed)
 EUROSIN D00'S
 NA Media

BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
McCriss, J.L. Malcolm	Gaylord Entertainment - Project Worship / Wership (D013127)	Divestiture Advisory	N/A	-	1,621	-	-	-
	Gray Television - HY offering (4Q 02) (D025884)	Bonds-Corporate High Yield	N/A	45	431	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022957)	Equity-Secondary	N/A	-	5,287	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022957)	Senior Bank Debt	N/A	-	1,297	-	-	-
	Landmark Communications - general advisory/Refiner 2001-02 (D014724)	Other M&A Advisory	N/A	-	203	-	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	Bonds-Corporate High Yield	N/A	106	105	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	0%	-	-	-	1,182	-
	Tribune Co - general advisory (radio assets) (D022334)	Divestiture Advisory	N/A	-	1,086	-	-	-
	XMI Satellite Radio - secondary offering (2Q 02) (D022419)	Equity-Secondary	N/A	-	781	-	-	-
	ACI Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	9,457	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015958)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015958)	Senior Bank Debt	N/A	-	6,980	-	-	-
	Pinnacle Holdings - general advisory (2001) (D010190)	Divestiture Advisory	N/A	960	960	-	-	-
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
Paul, Gregory R.	TIM Brazil - Project Enter/Phase 1 (strategic alliance) / Enter - 1. (D014121)	Other M&A Advisory	N/A	-	1,573	-	-	-
	TV Globo - Project Waves / Waves ... (D013828)	Divestiture Advisory	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D008356)	Divestiture Advisory	75%	-	-	591	355	-
	Acme Communications - general advisory (D008356)	Divestiture Advisory	N/A	-	-	-	-	-
	Galaxy Latin America - HY bond offering (1Q 01) (D0202033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021256)	Senior Bank Debt	N/A	-	659	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D018576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	2,837	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	-	659	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
Tirfo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,870	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	4,266	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	30%	-	-	-	1,702	-
	Digital River - back trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acq opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	244	-	-	-
	TIMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,467	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457	-
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,870	-	-	-
Yung, Sun J.	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Piney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barrconet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
EUROPE MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Plan	BMW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	410	8,555	18,347	(9,793)	-	59,171	8,547	17,102	28,920	(20,355)	-	-
Other Advisory	410	8,555	18,347	(9,793)	-	59,171	8,547	17,102	28,920	(20,355)	-	-
Total Advisory	-	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	-	7,282	2,492	4,770	-	3,888	1,844	9,106	8,285	(1,003)	-	-
HYCM	-	5,261	11,231	(5,970)	-	4,783	2,641	7,902	8,280	(2,999)	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-	-	-	-
Equity Underwriting	-	12,523	13,722	(1,200)	-	8,471	4,486	17,006	16,523	(4,602)	-	-
Private Placement-Equity	1	26,103	20,886	5,238	-	44,957	10,239	36,342	-	26,103	-	-
Structured Equity Transactions Group	-	-	162	(182)	-	-	-	-	-	-	-	-
Total Equity	1	26,103	21,027	5,078	-	44,957	10,239	36,342	28,920	(2,817)	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	800	(800)	-	-	-	-	-	-	-	-
GM CCM JV	-	-	15,705	(15,705)	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	4,191	-	4,191	-	-	-	4,191	8,265	(4,191)	-	-
Total Legacy Portfolios / Cross Selling / Other	-	4,191	16,605	(12,414)	-	-	-	4,191	-	(4,074)	-	-
Total Corporate Finance Product	411	51,371	69,701	(18,331)	-	112,590	23,272	74,643	82,530	(31,269)	-	-

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
Total M&A	Bertelsmann - Project Rock / Rock.. (D014819)	-	2,010	-	None
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	250	500	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	(12)	77	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	750	-	EUR TECH
	StoryFirst - valuation of Russian assets (D025060)	-	352	-	None
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	172	172	-	EUR SPON, UK
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	-	110	-	IBERIA
		410	8,555	-	
Total Advisory		410	8,555	-	
Total HYCM	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	1,929	-	EUR SPON
		-	7,262	-	
		-	-	-	
Total Leverage Loan Fees	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.. (D014834)	-	1,980	-	EUR SPON, UK
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON, NA MEDIA
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	292	-	EUR SPON
		-	5,261	-	
Total Debt Products		-	12,523	-	
Total Equity Underwriting	JCDecaux - IPO (Project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D018091)	-	3,747	-	FRANCE
	Vivendi Universal - mandatory convertible bond (D026823)	1	22,335	-	FRANCE
		1	26,103	-	
Total Equity		1	26,103	-	
Total Principal Investing / PE Exceptions / Other	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
		-	4,191	-	
Total Legacy Portfolios / Cross Selling / Other		-	4,191	-	
Total Corporate Finance Product		411	51,371	-	

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FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value				Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
			Jan	Feb	Mar	Apr				
Total M&A	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	100	1,135	-	-	-	-	(1,135)	1,135	1,135
	BC Partners - acqn of BerleismannSpringer (Chess) / Chess " (D024783)	0	-	-	-	5,000	-	(5,000)	5,000	-
	Boosey & Hawkes - divestiture advisory/defence & refinancing / Brontze (D015359)	25	-	2,000	-	-	-	(2,000)	2,000	500
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	8,000	-	6,000	-
	Digiturk - sell-side advisory (D025150)	25	-	-	3,000	-	-	(3,000)	3,000	750
	Digiturk - sell-side advisory (D025150)	100	-	-	100	-	-	(100)	100	100
	Fininvest - (Focus) / Focus (ex-Simfast) (D010069)	75	-	250	-	-	-	(250)	250	188
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	-	4,500	-	4,500	1,125
	Pearson plc - strategic advisory re interactive Data Corp (D025866)	0	-	-	-	5,000	4,729	-	4,729	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	4,000	-	5,000	1,250
Total HYCM	Reuters - strategic advisory re 53% stake in Tibco (D026062)	0	-	-	-	-	4,000	-	4,000	-
	Reuters - strategic advisory re 53% stake in Tibco (D026062)	25	-	-	-	-	4,000	-	4,000	1,000
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	-	9,457	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	10,000	-	-	(10,000)	10,000	2,500
	Vivendi- Canal Plus French assets M&A/ECM (ex Technologies) / Cantabill (D025296)	25	1,135	2,260	18,100	-	5,000	32,686	(26,485)	59,171
	Total M&A		1,135	2,260	18,100	5,000		32,686	(26,485)	59,171
	Total Advisory		1,135	2,260	18,100	5,000		32,686	(26,485)	59,171
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Total HYCM		-	3,688	-	-	-	(3,688)	3,688	1,844
	Total Leverage Loan Fees	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,763	-	-	-	(3,763)	3,763
Vivendi Universal Entertainment - Refinancing (D025558)		75	-	-	1,000	-	-	(1,000)	1,000	750
Total Leverage Loan Fees			-	3,763	1,000	-	-	(4,763)	4,763	2,641
Total Debt Products	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,763	-	-	-	(3,763)	3,763	1,891
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
Total Debt Products		-	7,471	1,000	-	-	-	(8,471)	8,471	4,486
Total Equity Underwriting	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
	Total Equity		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
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	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
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	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees		-	3,688	1,000	-	-	(4,688)	4,688	2,594
	Total Debt Products		-	7,471	1,000	-	-	(8,471)	8,471	4,486
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022480)	0	-	-	-	-	15,000	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364
	Total Equity Underwriting		9,457	-	2,500	-	-	33,000	(11,957)	44,957
Total Corporate Finance Product	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750
	Total Leverage Loan Fees									

FRANCHISE - - - - - REVENUE & PIPELINE BY MD & DIR
2003-01-01 (Wed)
EUROS IN 000'S
Europe Media

BANKER	DEAL	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	BC Partners - acq'n of BertelsmannSpringer (Chess) / Chess ** (D024783)	0%	-	-	-	5,000	-
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	100%	-	-	-	1,135	-
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50%	-	-	-	3,688	-
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50%	-	-	-	3,783	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	N/A	-	2,367	-	-	-
	Johnston Press - Acq'n advisory for RIM / Pacific (D014213)	N/A	-	2,188	-	-	-
	Johnston Press - fight issue for acq'n of RIM (D022644)	N/A	-	1,849	-	-	-
	Johnston Press - £80m debt financing for RIM acquisition / Jupiter - (D014634)	N/A	-	1,960	-	-	-
	Taylor & Francis - pot acq'n of Blackwell STM publishing subs (D012872)	25%	-	-	-	4,200	-
	Taylor & Francis - acq'n of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	N/A	172	172	-	-	-
Lovegrove, Stephen	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex Technologies) / Canal+ (D025296)	25%	-	-	-	10,000	-
	Yell - US\$400m financing for acq'n of Mideco Publishing (D020465)	N/A	-	1,929	-	-	-
	Yell - US\$400m financing for acq'n of Mideco Publishing (D020465)	N/A	-	292	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0%	-	-	-	15,000	-
	BC Partners - acq'n of BertelsmannSpringer (Chess) / Chess ** (D024783)	0%	-	-	-	5,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75%	-	-	-	2,800	-
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	100%	-	-	-	1,135	-
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50%	-	-	-	3,688	-
Lovell, Nicholas	Bertelsmann - Project Rock / Rock.. (D014619)	50%	-	-	-	3,783	-
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023940)	N/A	-	2,010	-	-	-
	Boosay & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	25%	-	4,191	-	-	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0%	-	-	-	2,000	-
	Digiturk - self-side advisory (D025150)	100%	-	-	-	6,000	-
	Digiturk - self-side advisory (D025150)	25%	-	-	-	100	-
	Impressa/Corfin - pot merger of Impressa w/ Investec (Isc Cube) / Isc cub (D015714)	N/A	(12)	77	-	3,000	-
	JCDecaux - IPO (project Fox) / Fox (D004897)	N/A	-	(1,629)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus.. (D022235)	25%	-	-	-	4,500	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus.. (D022235)	0%	-	30	-	-	-
MacInnes, Bruce	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0%	-	-	-	4,729	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	25%	-	-	-	5,000	-
	Reuters - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	0%	-	-	-	4,900	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75%	-	-	-	8,000	-
	TF1 - EUR 350m refinancing - July 2002 (D022100)	N/A	-	151	-	-	-
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	N/A	-	110	-	-	-
	Taylor & Francis - pot acq'n of Blackwell STM publishing subs (D012872)	25%	-	-	-	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex Technologies) / Canal+ (D025296)	25%	-	-	-	10,000	-
MacInnes, Bruce	Impressa/Corfin - pot merger of Impressa w/ Investec (Isc Cube) / Isc cub (D015714)	N/A	(12)	77	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0%	-	-	-	4,729	-
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D018091)	N/A	-	3,747	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex Technologies) / Canal+ (D025296)	25%	-	-	-	10,000	-
	Bertelsmann - Project Rock / Rock.. (D014619)	N/A	-	2,010	-	-	-
	Digiturk - self-side advisory (D025150)	100%	-	-	-	100	-
	Digiturk - self-side advisory (D025150)	25%	-	-	-	3,000	-
	Fininvest - (Focus) / Focus (ex-Simfast) (D018095)	75%	-	-	-	250	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR

2003-01-15 (Wed)

EUROS IN 000'S

Europe Media

BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Thun-Hohenstein, Christian	StoryFirst - valuation of Russian assets (D025060)	Valuation	N/A	-	352	-	-	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	Equity-IPO	0%	-	-	-	10,000	-
	Bentelmann - Project Rock / Rock. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Bentelmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	Short Term Finance	N/A	-	4,181	-	-	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Franchise - (Focus) / Focus (ex-Simlra) (D016069)	Fairness Opinion	75%	-	-	-	250	-
	Franchise - (Focus) / Focus (ex-Simlra) (D016069)	Fairness Opinion	N/A	250	500	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	22,335	-	4,000	-
	Vivendi Universal - mandatory convertible bond (D028523)	Equity-Convertible Bonds	N/A	-	-	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	N/A	-	1,125	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
ASIA PACIFIC MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2003 Full Year Plan	BMW 2003 Full Year Plan	Future Year Pipeline(1)	Future Year Pipeline Probability Weighted(2)
MSA	-	-	-	-	-	-	-	-	-	-	-	-
Other Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Advisory	-	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	-	-	-	-	-	-	-	-	-	-	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-	-	-	-
Equity Underwriting	-	-	-	-	-	-	-	-	-	-	-	-
Private Placement-Equity	-	-	-	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	-	-	-	-	-	-	-	-	-	-	-	-
Capital Benefits / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	-	-	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	(1)	-	-	-	-	-	(1)	-	(1)	-	-
Total Legacy Portfolios / Cross Selling / Other	(9)	(1)	-	(1)	-	-	-	(1)	-	(1)	-	-
Total Corporate Finance Product	(9)	(1)	-	(1)	-	-	-	(1)	-	(1)	-	-

Notes:

- 1: Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2: Balance of Pipeline Includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN '000'S
ASIA/PACIFIC MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Unallocated Event (***)	(0)	(1)	-	None
	Total Principal Investing / PE Exceptions / Other	(0)	(1)	-	
	Total Legacy Portfolios / Cross Selling / Other	(0)	(1)	-	
	Total Corporate Finance Product	(0)	(1)	-	

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